

Message Text

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P 192144Z JUL 78
FM SECSTATE WASHDC
TO AMEMBASSY ROME PRIORITY
USMISSION USNATO P

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E.O. 11652: N/A

TAGS: BENC, MARR, NATO, IT

SUBJECT: MAJOR PROJECTS: NATO TRADE OPPORTUNITIES

REF: ROME 13167

1. USDOC/MEPD, WHICH DISSEMINATES NATO TRADE OPPORTUNITIES TO U.S. INDUSTRY, HAS NOT RECEIVED NOTIFICATION OF U.S. PREFINANCED NATO PROJECTS ONE, TWO, AND THREE DESCRIBED IN REFTEL. EMBASSY IS CORRECT IN CONCLUSION THAT 20 JULY 1978 DEADLINE UNREALISTIC. EMBASSY ACTION OF ADVISING MFA OF NEED FOR EXTENSION GREATLY APPRECIATED.

2. USDOC/MEPD WILL TAKE APPROPRIATE ACTION ADVISING AMERICAN INDUSTRY OF TRADE OPPORTUNITIES FOLLOWING RECEIPT OF BID ANNOUNCEMENTS. FOLLOWING DISSEMINATION OF ANNOUNCEMENTS TO U.S. COMPANIES CERTIFIED FOR NATO
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BIDDING, UP TO TWO WEEKS MUST BE ALLOWED FOR NOMINATIONS

FOR ITEM (A) OF REFTEL, AIRCRAFT PROTECTION SHELTERS, AND

THREE WEEKS FOR ITEMS (B) AND (C), SECURITY IMPROVEMENTS,
TO BE FORWARDED TO EMBASSY ROME FOR TRANSMITTAL TO MFA.

3. ACTION REQUESTED: U.S. MISSION NATO: WE SHOULD LIKE
FOR THE MISSION TO ACQUIRE NECESSARY DETAILS FROM
ITALIAN DELEGATION ON EACH OF THE BID ANNOUNCEMENTS AND
CABLE WASHINGTON TO ATTENTION OF USDOC/MEPD.

4. ACTION REQUESTED EMBASSY ROME: PLEASE ADVISE MFA
THAT WASHINGTON HAS NOT RECEIVED BID OPPORTUNITIES, AND
THAT DEADLINE FOR REQUESTING BIDDING INVITATIONS MUST
ALLOW ADEQUATE TIME FOR U.S. COMPANIES TO RECEIVE BID
ANNOUNCEMENTS AND RESPOND TO USDOC, AND FOR EMBASSY TO
NOFIFY MFA OF U.S. GOVERNMENT NOMINATIONS.
CHRISTOPHER

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